# PURCHASERS' QUESTIONNAIRE STAINLESS STEEL WIRE ROD FROM BRAZIL, FRANCE, AND INDIA

Return completed questionnaire to:

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615-B 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 24, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its reviews concerning stainless steel wire rod from Brazil, France, and India (inv. Nos. 731-TA-636-638 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Kelly Clark (202-205-3166 or kelly.clark@usitc.gov).

Name of firm				
	State	Zip code		
Vide Web address				
firm purchased stainless steel wire rod (t any time since January 1, 2000?	(as defined in the instruction booklet	) from <u>any</u> source (domestic or		
(Sign the certification below and pro-	emptly return only this page of the qu	nestionnaire to the Commission)		
YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)				
	CERTIFICATION			
questionnaire and throughout these re	eviews in any other import-injury in	ivestigations or reviews conducted by the		
nd contract personnel who are acting in eviews or related proceedings for which	n the capacity of Commission empl n this information is submitted, or in	loyees, for developing or maintaining the internal audits and investigations relating		
of Authorized Official				
of Authorized Official	Date			
	firm purchased stainless steel wire rod of any time since January 1, 2000?  (Sign the certification below and programme (Read the instruction booklet careful return the entire questionnaire to the stand that the information submitted is certification I also grant consent for the questionnaire and throughout these results ame or similar merchandise. (If you at information submitted in this question and contract personnel who are acting it eviews or related proceedings for which and operations of the Commission pursuit.)	State		

#### PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

hours	dollars	
the instruction bo	e and address of establishment(s) covered by poklet for reporting guidelines). If your firm ge and trading symbol.	
Is your firm owne	ed, in whole or in part, by any other firm?	
$\square_{\text{No}}$	YesList the following information.	
	E	
Firm name	Address	Extent of ownership
Does your firm ha importing stainles		reign, which are engaged in adia into the United States or wh
Does your firm ha importing stainles are engaged in ex	ave any related firms, either domestic or for ss steel wire rod from Brazil, France, and Ir	reign, which are engaged in adia into the United States or wh

### ${\bf PART~I.--} \underline{\bf GENERAL~QUESTIONS} \textbf{--} Continued$

L No	YesList the following information.	
Firm name	<u>Address</u>	<u>Affiliation</u>
	this questionnaire we request copies of your cre a business plan?	ompany's business plan. Does y
	· · · · · · · · · · · · · · · · · · ·	

### PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of stainless steel wire rod.

(Quantity in short tons, value in \$1,000)						
Item	2000	2001	2002	2003	2004	2005
PURCHASES FROM U.S. PRODUCERS:		•	•	•	•	•
Quantity						
Value						
PURCHASES FROM BRAZIL:	<u>.</u>					
Quantity						
Value						
PURCHASES FROM FRANCE:						
Quantity						
Value						
PURCHASES FROM INDIA:						
Quantity						
Value						
PURCHASES FROM ALL OTHER COUNT	RIES:1					
Quantity						
Value						
<sup>1</sup> Please identify these countries:	•	•	•	•	•	•

### PART II.--<u>PURCHASES</u>--Continued

(a)	Did your firm purchase stainless steel wire rod from Brazil, France, or India before  NoSkip to (c)  Yes
(b)	If yes, has your pattern of purchasing stainless steel wire rod from Brazil, France, or changed since 1994? (Indicate whether your answer differs depending on the countrorigin).
	No, our pattern of purchasing is essentially unchanged.
	Yes, we discontinued purchases from Brazil, France, or India because of the ord
	Yes, we reduced purchases from Brazil, France, or India because of the order(s).
	Yes, but we changed the pattern of purchases from Brazil, France, or India for reasons other than the order(s) (please explain below).
(c)	Has your pattern of purchasing stainless steel wire rod from nonsubject foreign sour changed since 1994 (please check all that apply).
	We did not purchase from nonsubject foreign sources before or after the order(s
	No, our pattern of purchasing is essentially unchanged.
	Yes, we increased purchases from nonsubject countries because of the order(s).
	Yes, but we changed our pattern of purchases from nonsubject countries for reas other than the order (please explain below).

111-1.		noting the specific end use		ichasei of stanness s	teer wife rod (check
	End User (	<u> </u>			
		er (			
		(			
	<del></del>				
III-2.		a distributor or reseller of which you sell stainless sto		wire rod, what are the	e major types of
III-3.	wire rod consu	an end user of stainless st med, the top 3 products for t or material input. Please steel wire rod.	or which your fi	irm purchases stainle percentage of the <u>tot</u>	ss steel wire rod as a al cost is accounted
	Product you pro	oduce		Percent of cost accer for by stainless stee	
	1			1	
	2			2	
	3			3	
III-4.	products incorp	an end user of stainless st porating stainless steel wi	re rod changed	since 2000?	
	∐ No	YesPlease indicate that have contributed to in demand for your firm	this change and	describe the ways in	n which any changes
	-				

### $PART~III.--\underline{MARKET~CHARACTERISTICS~AND~PURCHASING~PRACTICES}--Continued$

□No	been any changes in the end uses of sta  YesDiscuss the changes, noti	ng the time period in which they occur
Do you anti	cipate any changes in terms of the end	uses of stainless steel wire rod in the fu
No	YesPlease describe and ident	ify the time period. Provide any under ortions of business plans or other supp
(a) Please li	st in order of importance any products	hat may be substituted for stainless ste
	(2)	
(b) For each	n possible substitute product, please givare substitutes.	
(b) For each	n possible substitute product, please giv	
(b) For each which they  (c) Have print to those for	n possible substitute product, please giv	sed, decreased, or remained the same rein these relative prices caused your fir
(b) For each which they  (c) Have print to those for	n possible substitute product, please give are substitutes.  ices for these substitute products increate stainless steel wire rod? Have changes	sed, decreased, or remained the same rein these relative prices caused your fir
(c) Have prito those for shift purcha	n possible substitute product, please give are substitutes.  ices for these substitute products increate stainless steel wire rod? Have changes	sed, decreased, or remained the same rein these relative prices caused your fir substitute products or vice versa?
(c) Have prito those for shift purcha	n possible substitute product, please give are substitutes.  ices for these substitute products increat stainless steel wire rod? Have changes uses from stainless steel wire rod to the stain	sed, decreased, or remained the same rein these relative prices caused your firsubstitute products or vice versa?

### $PART~III.--\underline{MARKET~CHARACTERISTICS~AND~PURCHASING~PRACTICES}--Continued$

III-9.	Do you anticipate any changes in terms of the substitutability of other products for stainless steel wire rod in the future?
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-10.	How has demand within the United States for stainless steel wire rod changed since January 1, 2000?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting demand?
III-11.	How has demand outside the United States, if known, for stainless steel wire rod changed since 2000?
	Increased Unchanged Decreased
	Other (describe)
	What were the principal factors affecting demand?
III-12.	Do you anticipate any future changes in stainless steel wire rod demand in the United States and, if known, the rest of the world?
	YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-13.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss stainless steel wire rod demand and/or factors affecting stainless steel wire rod demand in the (1) United States, (2) each of the major producing/consuming countries, including Brazil, France, and India, and (3) the world as a whole. Of particular interest is such data on an annual basis from 2000 to the present and forecasts of these demand data.
III-14.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced stainless steel wire rod in the U.S. market since 2000?  No YesPlease note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.
III-15.	Is buying a product that is produced in the United States an important factor in your firm's purchases of stainless steel wire rod (please check ALL that apply)?  No
	YesPurchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of stainless steel wire rod.
	YesPurchases of domestic product are not required by law or regulation, but are by your customers. This involves percent of all purchases of stainless steel wire rod.
	YesPurchases of domestic product are required for other reasons (please specify these reasons below). This involves percent of all purchases of stainless steel wire rod.

III-16.	(a) Is the stainless steel wire rod market subject to business cycles or conditions of compelistinctive to stainless steel wire rod?	tition
	No YesPlease explain and provide estimates of the duration of any such	ı cycle.
	(b) Has the emergence of new markets for stainless steel wire rod since 2000 affected the business cycles or conditions of competition distinctive to stainless steel wire rod?  No YesPlease explain any such changes.	
III-17.	Who are your major competitors?	
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decinvolving stainless steel wire rod based on the producer of the stainless steel wire rod you purchase?	
	Your firm:	ver
	Your customers:	ver
	If at least sometimes, please discuss how your firm or your customers determine the produ why this information is important.	icer and
	Your firm:	
	Your customers:	

III-19.				ur customers make purchasi of origin of the stainless stee		
	Your firm:	Always	Usually	Sometimes Rarel	y or never	
	Your customers:	Always	Usually	Sometimes Rarel	y or never	
	If at least sometimes, powhy this information is		ow your firm or y	our customers determine the	e source and	
	Your firm:					
	Your customers:					
III-20.	(a) How frequently do y  Daily We  Other (specify)	eekly $\square$ M	onthly Q	uarterly Annually	)	
	(b) Do you expect this purchasing pattern to change in the next two years?					
	□No □Ye	sHow and wh	y do you expect	these changes to occur?		
III-21.	How many suppliers do	you generally	contact before m	naking a purchase?		

### $PART~III.--\underline{MARKET~CHARACTERISTICS~AND~PURCHASING~PRACTICES}--Continued$

III-22.	(a) Do purchas purchaser?	es of stainless steel wire rod usually involve negotiations between supplier and
	□No	YesPlease describe these negotiations. In your response, please comment on whether purchasers of stainless steel wire rod generally quote competing prices to their suppliers as part of the negotiation process.
		firm tend to vary its purchases from a given supplier within a specified time period rice offered for that period?
	No	YesSpecify the time period.
III-23.	Have you chan	ged suppliers since 2000?
	No	YesPlease list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.
III-24.	(a) Are you aw since 2000?	are of any new suppliers, either foreign or domestic, that have entered the market
	No	YesPlease identify the firms (including their country/location) and indicate how you become aware of them.
	(b) Have you p	ourchased from any of these new suppliers?
	No	YesPlease identify the firms, when you began purchasing from them, and whether they are large suppliers in the market.

(a) Do you require your suppliers to become certified or pre-qualified with respect to the que chemistry, strength, or other performance characteristic of stainless steel wire rod they sell your firm?  No Yes-Approximately percent of your firm's total 2005 purchases stainless steel wire rod required some form of certification or pre-qualificat (b) Please provide a general description of the certification or qualification process and the required.  (c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., qualifying of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier (e.g., qualifying a new supplier).	(c) Do you e	xpect new stainless steel wire rod suppliers to enter the market in the future?
chemistry, strength, or other performance characteristic of stainless steel wire rod they sell your firm?  No YesApproximately percent of your firm's total 2005 purchases stainless steel wire rod required some form of certification or pre-qualificat (b) Please provide a general description of the certification or qualification process and the required.  (c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., qualify product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier (d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qualifier stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a	No	YesPlease provide details, noting the specific future time period in you response.
chemistry, strength, or other performance characteristic of stainless steel wire rod they sell your firm?  No YesApproximately percent of your firm's total 2005 purchases stainless steel wire rod required some form of certification or pre-qualificat (b) Please provide a general description of the certification or qualification process and the required.  (c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., qualify product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier (d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qualifier stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		
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(c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., qualify of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier (d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qualify stainless steel wire rod with your firm or have any producers lost their approved status.	No	YesApproximately percent of your firm's total 2005 purchases stainless steel wire rod required some form of certification or pre-qualification
of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.  (d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qual their stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		ovide a general description of the certification or qualification process and the ti
of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier (d) Since 2000, have any domestic or foreign producers ever failed in their attempts to qual their stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		
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their stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		
their stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		
their stainless steel wire rod with your firm or have any producers lost their approved status $\square$ No $\square$ YesPlease identify these firms, the countries where they are located, a		
their stainless steel wire rod with your firm or have any producers lost their approved status.  No YesPlease identify these firms, the countries where they are located, a		
	No	YesPlease identify these firms, the countries where they are located, at the reasons why they failed the qualification process.

III-26.. For the factors listed below, please rate each in terms of its importance in your purchase decision for stainless steel wire rod.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability			
Coil size			
Delivery terms			
Delivery time			
Discounts offered			
Extension of credit			
Price (including surcharges) .			
Minimum qty requirements			
Packaging			
Product consistency			
Product range			
Quality meets industry standar	rds		
Quality exceeds industry stand	lards 🔲		
Reliability of supply			
Technical support/service			
U.S. transportation costs			
Other (specify):			
	П	П	

III-27.	Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase stainless steel wire rod for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).				
	1				
	2				
	3				
III-28.	What characteristics does your firm consider when determining the quality of stainless steel wire rod?				
III-29.	How often does your firm purchase stainless steel wire rod that is offered at the lowest price?				
	Always Usually Sometimes Rarely or never				
III-30.	(a) Are U.Sinland transportation costs a major factor in your firm's consideration of which suppliers to source its stainless steel wire rod requirements?				
	□ No □ Yes				
	(b) Of the total cost of the stainless steel wire rod that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?				
	Source percent				
	Source percent				
	Source percent				
III-31.	Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of stainless steel wire rod influenced the U.S. wholesale market price of stainless steel wire rod since 2000?				
	No YesPlease identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.				

III-32.	How frequently does the price of the stainless steel wire rod you are purchasing change?					
	Daily Weekly Monthly Quarterly Annually					
	Other (specify)					
III-33.	Does your firm purchase stainless steel wire rod over the internet?					
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of stainless steel wire rod in 2005 accounted for by internet purchases.					
III-34.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. stainless steel wire rod industry since 2000 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.					
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. stainless steel wire rod industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.					
III-35.	What do you think will be the likely effects of any revocation of the antidumping duty orders for imports of stainless steel wire rod from Brazil, France, and India? As appropriate, please discuss any potential effects of revocation of the antidumping duty orders on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.					
	(1) Activities of your firm:					
	(2) Entire II S. modert					
	(2) Entire U.S. market:					

#### PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1.		the countries of origin for stainless steel wire rod for which your firm has actual ing knowledge.
	United Stat	res
	Brazil	
	France	
	India	
	Other coun	tries (specify)
IV-2.	Do the specific	eations of stainless steel wire rod vary depending on the end-use application?
	No	YesPlease list the specifications of the material for each end-use application. If the specifications vary based on the supplier, please list the product specifications for each supplier, noting the country of origin in your response.
	-	
	-	
	-	

## PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-3. Is stainless steel wire rod produced in the United States and in other countries used interchangeably (i.e., can it physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>					
Country-pair	United States	Brazil	France	India	Other countries
United States					
Brazil					
France					
India					
	try-pair producing st factors that limit or		d that is <i>sometimes</i> geable use:	or never used intere	changeably,

## PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-4.	•	or other possible sources of supply?
	□No	YesPlease identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why stainless steel wire rod from these countries is preferred over product from other countries (please note the specific product in your response).
IV-5.	•	rades/types/sizes of stainless steel wire rod available from only a single source foreign, including both subject and nonsubject countries)?  YesPlease identify the source and the grade/type/size.
IV-6.	available from specify by co countries). Po	sed stainless steel wire rod from one source although a comparable product was a nanother source at a lower price, please explain your reasons for doing so (please untry, including the United States and both subject and nonsubject foreign ossibilities might include transaction characteristics such as length of time to fill num order size, reliability of supply, etc.

Lower U.S. transportation costs<sup>1</sup>

Other (specify):

### PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7. For the factors listed below, please rate how stainless steel wire rod produced in each country you identified in your response to question IV-1 compares with stainless steel wire rod produced in each of the other countries you identified (including the United States and both subject and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another. compared to (specify country) (specify country) SUPERIOR COMPARABLE **INFERIOR** Availability ..... Coil size ..... Delivery time ..... Discounts offered . . . . . . . . . . . . . . . . Extension of credit . . . . . . . . . . . . . . . . Minimum qty requirements ...... Product range ..... Quality meets industry standards Quality exceeds industry standards ..... L Reliability of supply . . . . . L Technical support/service ..... L

<sup>&</sup>lt;sup>1</sup> A rating of "superior" on price and U.S. transportation costs indicates that the first country has lower prices/costs than the second country.

## PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-8.		a) How often does domestically produced stainless steel wire rod meet minimum quality pecifications for your uses or your customers' uses?					
	Always	Usual	ly Someti	imes	Rarely	or never	
		does imported su or your customers	bject stainless steel wi 'uses?	re rod meet mi	nimum qua	llity specifications	
	Always	Usual	ly Someti	imes [	Rarely	or never	
			onsubject stainless stee your customers' uses?	l wire rod meet	t minimum	quality	
	Country		Always Usually	Some	times	Rarely or never	
	Country		Always Usually	Some	times	Rarely or never	
	Country		Always Usually	Some	times	Rarely or never	
IV-9.			of stainless steel wire r to time periods and reg				
IV-10.	of U.Sproduc		change in the price of wire rod changed mor countries?				
	☐ No change	e in price.					
	Prices hav	e changed by the	same amount.				
		•	less steel wire rod has ories. Please explain in	•	e to the price	ce of stainless steel	
	_	_	stainless steel wire roc countries, the price of U	-		_	
	Higher	Lower	than the price of the p	product from B	razil.		
	Higher	Lower	than the price of the p	product from Fi	rance.		
	Higher	Lower	than the price of the r	product from Ir	ndia.		

#### PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased stainless steel wire rod since January 1, 2000 and the approximate percentage of your stainless steel wire rod purchases each accounted for in 2005.

No	Firm	Percentage of purchases (based on quantity)
No.	Firm name	quantity)
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		